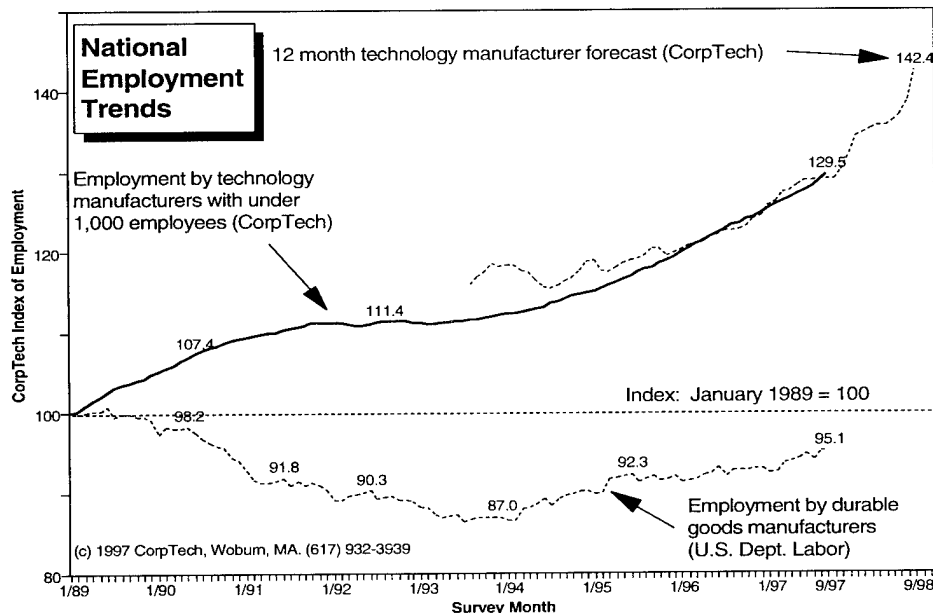


**National
Employment
Trends**

In the chart to the right, the "Employment by durable goods manufacturers" is based on data from the Bureau of Labor Statistics.

The other figures are based on the most recent CorpTech national survey of companies with under 1,000 employees that manufacture or develop technology based products.

See the back page for a more detailed analysis.

**Inside ...****Industry of the Month:**

Biotechnology



Chemicals



Pharmaceuticals



Advanced Materials

- > High growth firms
- > Top 30 cities
- > Analysis by region

Record High-tech Job Growth Projected

CorpTech's latest survey of 3,176 emerging high-tech companies with under 1,000 employees revealed a record projected growth rate of 9.97% – the highest rate in the five years that the survey has been conducted.

Topping the list of industries predicting between 10.7% and 19% growth are Computer Software, Telecommunications, Photonics, Biotechnology, Pharmaceutical, Advanced Materials and Computer Hardware.

Regions projected to experience the greatest job growth indicated by the survey are Northern California at 16.2%, New England (14.9%), Central U.S. (13.3%) Southeast U.S. (10.4%), NJ and Delaware Valley (10.4%), and Southern California (10%).

Need to know about these companies? *who* they are – *where* they are – and what their growth can mean for YOUR bottom line? CorpTech's EXPLORE Database on CD-ROM holds the key to accessing these companies and more with national, regional and custom data on the booming high-tech marketplace. Call Today: 1-800-333-8036. ♦

**Top 20 Cities for High-Tech Jobs:
The Mid-Atlantic Region**

Rnk	Jobs ¹	City	St.
1	11,755	Rockville	MD
2	10,713	Baltimore	MD
3	8,292	Bethesda	MD
4	7,956	Columbia	MD
5	7,465	Mc Lean	VA
6	6,991	Alexandria	VA
7	6,459	Gaithersburg	MD
8	6,389	Arlington	VA
9	5,860	Reston	VA
10	4,289	Fairfax	VA
11	4,143	Lanham	MD
12	4,001	Vienna	VA
13	3,962	Hunt Valley	MD
14	3,958	Washington	DC
15	3,945	Chantilly	VA
16	3,460	Herndon	VA
17	3,163	Richmond	VA
18	3,001	Silver Spring	MD
19	2,780	Falls Church	VA
20	2,714	Beltville	MD

¹ Jobs in emerging firms with under 1,000 employees. World-wide employment is assumed to be concentrated in the city of the ultimate parent's home office.
Source: CorpTech, Woburn, MA. (800) 333-8036

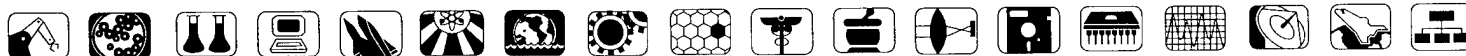
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Routing ...

Please return to:



Note:

- > This analysis is of emerging companies.
- > Excluded are companies with a different primary industry and larger companies with 1,000+ employees.

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Emerging firms projecting the greatest job increase in the next year.

97 Dir	Company name & description	State	Owned	Empl	Pct	Inc	Rank
NEW	Kendle International, Inc. A clinical research organization that provides clinical testing and ancillary services to pharmaceutical and biotechnology companies to help get new drugs and medical devices approved by the government. (URI: 116KT7)	OH	Public (KNDL)	450	77%		350
3-1060	Jones Medical Industries, Inc. Manufacturer of specialty pharmaceutical products and vitamin/nutritional products for physicians and hospitals. (URI: 10FY7M)	MO	Public (JMED)	500	20%		100
3-1045	J.M. Huber Corp. / Chemical Division Unit of J.M. Huber Corp., NJ. Producer of alumina, silica and silicate based fine chemical pigments. (URI: 10NHDW)	MD	Private/u	600	16%		100
4-344	Premier Industries Parent/holding company with a high-tech unit that manufactures foam materials and foam products. (URI: 115KVY)	WA	Private	700	14%		100
3-1476	MedImmune, Inc. Producer of biopharmaceuticals including recombinant vaccines, anti-infective agents and immunotherapeutics for infectious diseases and transplantation medicine. (URI: 10N2DA)	MD	Public (MEDI)	250	36%		90
4-650	Sanofi Winthrop, Inc. / Sanofi Research Division Unit of Sanofi S.A., France. Research and development organization specializing in a wide variety of pharmaceuticals including drugs to treat cardiovascular disease, disorders of the central nervous system and oncology. (URI: 10VT94)	PA	Non-U.S./u	460	19%		90
2-1337	Cyanotech Corporation Producer of natural products from micro algae including spirulina, phycobiliproteins and astoxanthin. (URI: 107GRT)	HI	Public (CYAN)	92	95%		88
NEW	Fuisz Technologies Ltd. Producer of food additives and FlashDose and EZChew drug delivery tablets. (URI: 115WQ4)	VA	Public (FUSE)	116	72%		84
4-682	Schumacher Unit of Air Products and Chemicals, Inc., PA. Manufacturer of high-purity electronic chemicals and electronic temperature controls. (URI: 10HZWV)	CA	Public (APD)/u	380	19%		75
3-824	Industrial Dielectrics, Inc. Manufacturer of polyester plastic and sheet molding compounds and provider of material fabrication services. (URI: 10Y5KM)	IN	Private	450	16%		75
4-533	R E Service Co., Inc. Manufacturer of PCB process products, including phenolic laminates and laminate substrates. (URI: 10DX44)	CA	Private	127	57%		73
4-167	Pathogenesis Corporation Researcher and developer of systems to treat chronic infectious diseases. (URI: 114XRU)	WA	Public (PGNS)	110	63%		70

97 Dir Volume and page in 1997 CorpTech Directory where full profile is listed.
 Owned Type of ownership of company. "/u" indicates an operating unit.
 Pct Projected percentage employment increase.
 Inc Number of employees expected to add during next year.
 URI ID to use for related information at www.corptech.com (0=zero).

10 Largest Emerging Private Companies¹ Biotech, Chemicals, Pharmaceuticals, & Adv. Materials

Rnk	Empl	Company	St.
1	950	American Premier, Inc.	PA
2	900	LaRoche Industries Inc.	GA
3	900	Morrison Molded Fiber Glass Co.	VA
4	800	Acheson Industries, Inc.	MI
5	800	Oil States Industries	TX
6	771	Fiberite, Inc.	AZ
7	768	Astor Corporation	NC
8	750	NVF Co.	DE
9	750	Velsicol Chemical Corp.	IL

¹ Companies with under 1,000 employees ranked by world-wide employment.

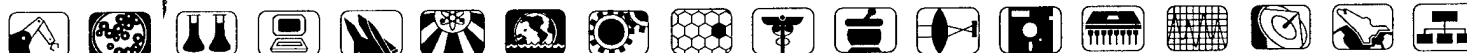
Source: CorpTech, Woburn, MA (800) 333-8036

10 Largest Emerging Operating Units¹ Biotech, Chemicals, Pharmaceuticals, & Adv. Materials

Rnk	Empl	Company	St.
1	980	Brillion Iron Works, Inc.	WI
2	954	AL Tech Specialty Steel Corp.	NY
3	950	Crompton & Knowles Colors, Inc.	NC
4	950	Cultor Food Science	NY
5	950	Phillips Petroleum Co. / R&D Ctr	OK
6	940	National Sanitary Supply Co.	CA
7	925	Armco/Specialty Flat Rolled Steels	OH
8	925	Bayer Corp / Industrial Chem. Div.	PA
9	915	Centeon LLC	PA

¹ Operating units (of U.S. public companies and non-U.S. corporations) with under 1,000 employees ranked by world-wide employment.

Source: CorpTech, Woburn, MA (800) 333-8036



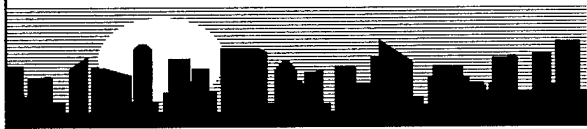
Industry of the Month Analysis

Top 30 Cities for Jobs:

Biotech, Chemicals, Pharmaceuticals, & Adv. Materials

Rnk	Jobs ¹	City
1	7,125	Houston, TX
2	6,114	Saint Louis, MO
3	5,614	San Diego, CA
4	4,949	Pittsburgh, PA
5	4,477	Princeton, NJ
6	4,440	Cleveland, OH
7	4,427	Cincinnati, OH
8	4,187	Cambridge, MA
9	3,845	Chicago, IL
10	3,757	Atlanta, GA
11	3,744	Baltimore, MD
12	3,605	Dallas, TX
13	3,391	New York, NY
14	2,828	King of Prussia, PA
15	2,775	Charlotte, NC
16	2,771	Columbus, OH
17	2,721	Philadelphia, PA
18	2,692	Rockville, MD
19	2,278	Seattle, WA
20	2,178	Milwaukee, WI
21	2,068	Buffalo, NY
22	2,007	Louisville, KY
23	1,893	Lafayette, LA
24	1,888	Boulder, CO
25	1,810	Tarrytown, NY
26	1,790	Marietta, GA
27	1,714	Gaithersburg, MD
28	1,693	La Jolla, CA
29	1,667	Parsippany, NJ
30	1,661	Portland, OR

¹ Jobs in emerging firms with under 1,000 employees.
World-wide employment is assumed to be concentrated in the city of the ultimate parent's home office.
Source: CorpTech, Woburn, MA. (800) 333-8036



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Survey Overview:

Biotech, Chemicals, Pharmaceuticals, & Adv. Materials

	Firms ¹ surveyed	Proj growth
Projecting > 25% job growth	224	64.2%
Projecting < 25% job growth	472	9.0%
Projecting stable employment	1,181	0.0%
Projecting lower employment	26	6.2%
	1,903	5.3%

¹ Emerging firms with under 1,000 employees.
Source: CorpTech, Woburn, MA. (800) 333-8036

Survey By Region:

Biotech, Chemicals, Pharmaceuticals, & Adv. Materials

Rnk	Region	Firms ¹ surveyed	Proj growth
1	Northern California	104	12.6%
2	Central U.S.	166	10.7%
3	Southern California	146	9.8%
4	Northwest U.S.	59	8.2%
5	Mid-Atlantic	95	7.1%
6	New England	214	6.3%
7	Mid-West	147	4.1%
8	New York Metro	132	4.1%
9	Southwest U.S.	151	3.7%
10	Great Lakes	160	3.6%
11	NJ & Delaware Valley	238	2.6%
12	Southeast U.S.	170	2.5%
13	Eastern Lakes	121	2.2%

¹ Emerging firms with under 1,000 employees.
Source: CorpTech, Woburn, MA. (800) 333-8036

Biotech, Chemicals, Pharmaceuticals & Advanced Materials

These industries are grouped together because they all comprise small numbers of firms and each involves the manufacture of materials. Note that in our classification system, biotech instrumentation falls under test and measurement, not biotech. ♦

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Biotechnology



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Note...

Companies listed opposite and analyzed on this page are selected from those with under 1,000 employees that are primarily active in the indicated industry, and have been surveyed in the past twelve months.

Companies included in the National Survey have been interviewed in the past three months.



Analysis of this Month's National Survey

Technology Company Job Growth

	Firms ¹ surveyed	Proj growth
Projecting > 25% job growth	813	54.3%
Projecting < 25% job growth	1,009	9.9%
Projecting stable employment	1,331	0.0%
Projecting lower employment	23	-7.9%
	3,176	10.0%

¹ Emerging firms with under 1,000 employees.
Source: CorpTech, Woburn, MA. (800) 333-8036

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Technology Company Job Growth By Region



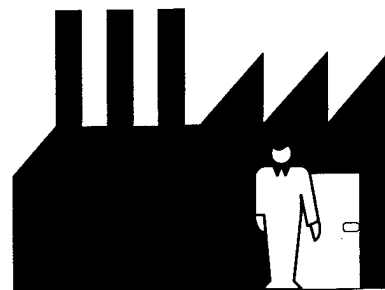
Rnk	Region	Firms ¹ surveyed	Proj growth
1	Northern California	230	16.2%
2	New England	328	14.9%
3	Central U.S.	197	13.3%
4	Southeast U.S.	321	10.4%
5	NJ & Delaware Valley	257	10.4%
6	Southern California	297	10.0%
7	Northwest U.S.	128	9.7%
8	Southwest U.S.	343	9.6%
9	New York Metro	235	9.1%
10	Mid-Atlantic	159	7.6%
11	Mid-west	249	7.3%
12	Great Lakes	240	7.2%
13	Eastern Lakes	192	5.9%

¹ Emerging firms with under 1,000 employees.
Source: CorpTech, Woburn, MA. (800) 333-8036

Technology Manufacturing Job Growth By Industry

Rnk	Industry	Firms ¹ surveyed	Proj growth
1	Computer Software (SOF)	571	19.0%
2	Telecommunications (TEL)	416	18.8%
3	Photonics (PHO)	90	13.1%
4	Biotechnology (BIO)	66	12.5%
5	Pharmaceutical (PHA)	40	12.4%
6	Materials (MAT)	140	12.0%
7	Computer Hardware (COM)	224	10.7%
8	Medical (MED)	150	7.4%
9	Subassemblies (SUB)	362	7.2%
10	Manufacturing (MAN)	239	7.1%
11	Environmental (ENV)	195	6.9%
12	Transportation (TRN)	47	6.8%
13	Automation (AUT)	267	6.2%
14	Energy (ENR)	66	5.9%
15	Test & Measurement (TAM)	195	5.4%
16	Chemicals (CHE)	75	4.2%
17	Defense (DEF)	33	3.8%

¹ Emerging firms with under 1,000 employees.
Source: CorpTech, Woburn, MA. (800) 333-8036



Each month CorpTech interviews thousands of executives at U.S. technology manufacturers. The *Forecaster* employment statistics are based on data from surveyed firms with under 1,000 employees that provide past, current and projected employee levels.

The *Technology Industry Growth Forecaster* is published monthly. The annual subscription fee is \$120 for U.S. and \$150 for other countries.

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